

SUSAN J. EARL

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NOVARTIS SALES AWARDS

Acute Care Account Manager of the Year - 1st Place (2003)
Career Achievement Award and President's Club Award, Acute Care and Home Care (2002)
President's Gold Award (2000 - 2001, 2003)
President's Club Award (2000 - 2001)
Gold Elite Winner (2000)
Trip Winner (1997 - 1999; 1992 - 2001)
Member of 100% Club (1997 - 1999)
Top 10 (1994 - 2002); Top 10 VIVONEX (1992)
#1 Sandosource Peptide Sales
#1 Impact Sales (1994)
Silver Eagle Winner (1994 - 1995)
Winner "Art of Achievement" and Home Health Care Contest (1995)
National Sales Leader (1993)
Golden Eagle Winner (1992 - 1993)
Sales Representative of the Month (March, July and August 1993)
Rookie of the Year and #2 Salesperson (1992)

PROFESSIONAL EXPERIENCE

NOVARTIS MEDICAL NUTRITION, Minneapolis, MN

7/91 - Present

Account Manager / Acute Care

- * Sell and service enteral nutrition products to physicians, dieticians, nurses and administrators in hospitals, home health care companies, distribution centers and nursing homes.
- * Consistently recognized for increasing new business, ensuring customer satisfaction and demonstrating outstanding sales performance.
- * Elected to a contributing position on Market Advisory Board (2002 and 2003).
- * Organized and executed impact case reports (2000).
- * Achieved 220% of budget with Impact (2000).
- * Selected as National Medicare Speaker (1996) and National Sales Trainer (1995).
- * Organized and presented Home Health Care and Acute Care workshop (1995)
- * Structured and initiated Compleat Case Reports (1995) and Impact Case Reports (2000)
- * During first year of employment chosen to attend ADA Convention.

THE GREAT GORGE RESORT, Vernon, NJ

11/85 - 7/91

Corporate Sales Manager

- * Marketed \$15 million spa and country club and three outing facilities including Action Park and a 27-hole golf course to major corporations in the New York/New Jersey area for meetings, seminars and conferences.
- * Consistently increased sales by at least 20% achieving top sales position from 1985 through 1991.
- * Trained all personnel.

FOUR SEASONS HEALTH SPA, Glassboro, NJ

12/84 - 11/85

Assistant Manager

- * Promoted health spa services to surrounding community and corporations.
- * Supervised staff of 30 employees.
- * Prescribed individual exercise programs for clients.
- * Instructed aerobics and nautilus activities and computerized fitness programs.

EDUCATION

JAMES MADISON UNIVERSITY, Harrisonburg, VA

1984

B.S. Physical Education

- * Emphasis on management, public relations, anatomy, physiology, kinesiology and muscle physiology
- * President's Club, member (1980 - 1982); Judicial Council, member (1982 - 1983)
- * Cheerleading Squad Captain (1980); Cheerleader (1980 - 1983)

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PROFESSIONAL EXPERIENCE

7/91 -- Present	ACCOUNT MANAGER/ACUTE CARE Novartis Nutrition, Minneapolis MN <u>Responsibilities</u> <ul style="list-style-type: none">• Selling and servicing enteral and oral nutrition products to hospitals, doctors, home health care companies, distributors and nursing homes. <u>Accomplishments</u>
2002	Elected to sit on the Market Advisory Board Promoted to Acute Care Manager
2001	President's Gold Award President's Club Award Tier 1 Trip Winner
2000	Gold Elite Winner Tier 1 Trip Winner Organized and executed impact case reports. Accomplished 220% of budget with Impact.
1999	Trip Winner Achieved 120% of budget Member of 100% Club for all quarters
1998	Trip Winner Achieved 107% of budget Member of 100% Club for all quarters
1997	Trip Winner Territory increased 114.85% Finished Top 20% Member of 100% Club for all quarters

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PROFESSIONAL EXPERIENCE

(continued)

11/85 – 7/91

CORPORATE SALES MANAGER

The Great Gorge Resort, Vernon, NJ

Responsibilities

- Selling and organizing meetings to corporations in the New York / New Jersey area.
- Facilities included: \$15 million Spa and country club, three outing facilities including Action Park and 27-hole golf course.

Accomplishments

Achieved top Sales for 1985 – 1991.

Increased sales by at least 20% each year.

Trained all personnel.

12/84 – 11/85

ASSISTANT MANAGER

Four Seasons Health Spa, Glassboro, NJ

Responsibilities

- Promoted outside and corporate sales.
- Supervised staff of 30 employees.
- Prescribed individual exercise programs.
- Trained and instructed aerobics, nautilus and computerized fitness programs.

EDUCATION

1984

BS Physical Education

JAMES MADISON UNIVERSITY, Harrisonburg, VA

- Emphasis on management, public relations, anatomy, physiology, kinesiology and muscle physiology.
- Four year member of the President's Club.
- Member of the Judicial Council in 1982 and 1983.
- Cheerleader, 1980 – 1983; Captain of the University's Cheerleading Squad, 1983.

**Professional Acknowledgments and References (see attached).*

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PROFESSIONAL EXPERIENCE
(continued)

1996 Trip Winner
 Finished Top Ten
 Territory Increased \$115,000
 *Chosen as the National Medicare speaker.

1995 Trip Winner
 Silver Eagle Winner
 Finished Top Ten
 *Won the "Art of Achievement" Home Health Care Contest
 *Organized and presented Home Health Care and Acute Care work
 shop
 Selected as the National Sales Trainer
 Structured and Initiated Compleat Case Reports.

1994 Trip Winner
 Silver Eagle Winner
 Finished Top Ten

1993 Awarded National Sales Leader
 Golden Eagle Winner
 Sales Representative of the month -- March, July and August
 Trip Winner

1992 Awarded Rookie of the Year
 Finished Second Nationally
 Golden Eagle Winner
 Number One in trip category
 Top ten in VIVONEX sales
 Chosen to attend ADA Convention

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